



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK

- Navigating the MLS Rule Changes
- Important Update on MLS Fines
- Hurricane Beryl Disrupts Houston Housing Market in July
- Hurricane Beryl Disaster Assistance Available
- Houston's Commercial Real Estate Market
- You're Invited: CommGate's 2024 Economic Outlook
- Engage Conference Opening Keynote Speaker Announced
- Save the Date: 2024 Housing Symposium
- Webinars of the Month
- HAR Business Management Program Kicks Off Soon
- Register for the HAR TREPAC Pickle Ball Tournament
- Inman Connect Austin | Extra Savings for HAR Members



"The Edge" is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.

Produced by the HAR Communications Department.



Navigating the MLS Rule Changes

The Reality of Real Estate



The NAR Settlement Will Impact:

- Buyers
- Sellers
- Agents

Get the facts about how it will affect you at HAR.com/realtor-reality.

Check out the consumer campaign at HAR.com/reality.

HAR Resources for Members

- We know that you may still have questions about the MLS rule changes that went into effect August 17, so please visit www.har.com/settlement and/or www.har.com/realtor-reality for updated FAQs, recordings of recent webinars, value proposition materials and more.

Texas REALTORS® Form Changes Coming August 23

- TR updated several forms after receiving feedback from members and information NAR. You may view the redline versions of the updated forms [HERE](#).
- The forms will be published for use on August 23 and will be available on the Texas REALTORS® website and through forms vendors.

The Forms You Need to Know Class

- We encourage you to take one of the many *Forms You Need to Know* classes that we have scheduled. You may register to attend one of these free, three-hour CE courses [HERE](#).



MLS FINES

All MLS Participants working with a buyer must enter into a written agreement with the buyer prior to touring a home.

Grace Period: Two Days
Fine Amount: \$500


Compensation information of any kind is prohibited in the MLS. This includes remarks, photo descriptions, overlaid information, attachments, etc.

Grace Period: None (Immediate Fine)
Fine Amount: \$500

Learn more: www.HAR.com/settlement

Hurricane Beryl Disrupts Houston Housing Market in July

HAR released the July 2024 HAR Market Update last week. Here are some key takeaways:

- While Hurricane Beryl delayed some closings, increased sales activity in the high end of the market contributed to overall single-family home sales growth in July.
 - Single-family home sales increased 1.8 percent year-over-year.
 - Total property sales were down 2.1 percent while total dollar volume for July rose 4.4 percent to \$3.8 billion.
 - The average price of a single-family home rose 4.7 percent to a record high of \$445,440 while the median price was up 2.9 percent to \$350,000.
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- Months of inventory increased from a 3.1-months supply last July to 4.3 months.
 - Townhome and condominium sales declined 19.5 percent in July. The average price declined 0.8 percent to \$261,123 and the median price increased 0.7 percent to \$221,500.

**Look for the complete July 2024 Market Update in
the [HAR Online Newsroom](#).**



Hurricane Beryl Disaster Assistance Available

The Texas REALTORS® Disaster Relief Fund is now accepting applications from Houston-area residents who were displaced from their primary residence because of Hurricane Beryl.

Applicants may be eligible for up to \$1,000 in assistance if they meet certain criteria.

Applications must be submitted on or before **August 23, 2024.**

For eligibility and application information, visit cms.har.com/disaster-relief-fund.



REALTOR® RELIEF FUND

Houston's Commercial Real Estate Market

This week, the *HAR on the Move* podcast welcomes **Jeff Havsy from Moody's** to discuss Houston's commercial real estate scene. He also shares the latest trends and provides valuable advice tailored for both residential and commercial agents.

Each Wednesday, HAR on the Move covers a variety of topics that are beneficial to all HAR members.

Listen anywhere, anytime!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



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RSS Link



ECONOMIC OUTLOOK & SOCIAL EVENT

Wed, SEPT. 11
3 - 6 p.m.

Featuring
JEFF HAVSY
Moody's Analytics

HOSTED BY
commgate



REGISTER ONLINE
har.com/edu

FREE to members of
CommGate, CCIM, and SIOR
Non-members \$50

Networking social with food and
beverages after the Economic Outlook,
sponsored by

MOODY'S

RAFAIL INSURANCE AGENCY





2024 HAR ENGAGE CONFERENCE

OPENING KEYNOTE SPEAKER

Meredith Elliott Powell
Business Growth Strategist



*"Success Redefined:
Confidence, Hustle, Drive"*

Thursday,
OCTOBER 17, 2024
Norris Conference Center


HAR.com/engage

Sponsored by





Webinars of the Month



**SHIFTING
for SUCCESS**

**BALANCING
ACT:**

*Work-Life Harmony for
Real Estate Professionals*

HAR.com **TUESDAY,
AUGUST 27**
12 - 1:30 p.m.

SPONSOR: 

REGISTER ONLINE: www.har.com/edu

**AFFORDABLE
HOUSING** 

WEBINAR **Wed., Aug 28**
12 - 1:30 p.m.

*Increasing Generational Wealth
Building for Underserved
Communities*

har.com/edu **Sponsored by**






Business Management Program

This is a 10-week Fully Digital 'mini-MBA' for *Current and Future Leaders of the Real Estate Industry.*

**PROGRAM KICK-OFF
SEPTEMBER 4!**

10 WEEKS TO MASTER YOUR BUSINESS!

This program is approved for 5 hours of CE credit.
(TREC #47325 • Provider #2 Houston Association of REALTORS®)

WEEK 1 & 2

WEEK 3 & 4

WEEK 5 & 6

WEEK 7 & 8

WEEK 9 & 10



Vision, Goals & Planning Process



Coaching Teams & Serving Customers



Empowering People & Systems of Management



**Demystify the Finances:
A 2-part Case Study**



**Apply the Finances:
Grow the Bottom Line**

To Learn More or Register, Visit: www.goalmakers.com/har



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THE HOUSTON ASSOCIATION
OF REALTORS® PRESENTS

2024 HOUSING SYMPOSIUM

NOVEMBER 14
9:30 a.m. - 3:30 p.m.

The Community Collective
for Houston

12401 S. Post Oak Rd.
Houston, TX 77045



Housing in the
Houston area.
Affordability and
Inventory.

SAVE THE DATE





Register for the HAR TREPAC Pickle Ball Tournament

HAR & TREPAC present:

PICKLE BALL TOURNAMENT

FRIDAY, SEPT. 13
11:30 a.m. - 2:30 p.m.



REGISTER EARLY!

For more information, email: trepac@har.com



Inman Connect Austin | Extra Savings for HAR Members

inman **CONNECT** AUSTIN

WEDNESDAY, OCTOBER 9
BRAZOS HALL | 204 E 4TH ST, AUSTIN



For a limited time, you can **save \$50** off the already discounted rate, so you'll **only pay \$399** if you **use the exclusive link for HAR members**. You won't want to miss it. Make sure to secure your ticket today before the rates go up!

*Off the
already
discounted
rate!*

SAVE

\$50

For the exclusive link for HAR members, [CLICK HERE](#).